A supply chain refers to multiple organizations linked together by the flow of goods, services, information, and finances from point of origin to point of consumption. Managing a supply chain requires the integration of business processes across functional and organizational boundaries. When supply chains are managed properly, the right products are in the right place at the right time in order to effectively and efficiently meet customer needs.

Supply chain managers must be able to communicate, collaborate, and coordinate with customers and suppliers. They need a breadth of knowledge in multiple functional areas such as logistics, sourcing, operations and marketing. They need to have a combination of hard and soft skills in order to balance cost and service trade-offs. In order to be successful, supply chain management requires both the analytical ability to make data-driven decisions and the interpersonal skills necessary to manage essential relationships. If you enjoy solving problems, working with people, and seeing how all aspects of business fit together, then a career in supply chain management may be right for you.

CAREER OPPORTUNITIES

Supply chain management professionals work in a variety of roles within most industries. The employment outlook for managers with supply chain expertise is outstanding. Our graduates succeed in areas such as transportation, inventory management, strategic sourcing, warehousing, customer service, account management and demand planning. Entry-level job titles include supply chain analyst, logistics analyst, warehouse operations supervisor, customer service supervisor, fulfillment manager, procurement specialist and account manager. The average salary for Texas Tech Supply Chain Management graduates is near $55,000.

Companies that actively recruit our students include:

- Phillips 66
- BNSF Railway
- Briggs Equipment
- C.H. Robinson
- ConocoPhillips
- Dell
- Ferguson
- Frito Lay
- Glazer’s
- Goodyear
- Lockheed Martin
- Pepsi
- Schneider
- Sherwin Williams
- Target
- Walmart

COURSE REQUIREMENTS

Supply Chain Management is a concentration within the Area of Marketing at the Rawls College of Business.

In addition to the requirements for the Marketing major, students accepted into the Supply Chain Management concentration must complete the following courses:

- **MKT 3353** - Introduction to Supply Chain Management  
  (Prerequisite: B or better in MKT 3350)
- **MKT 4358** – International Marketing  
  (Prerequisite: B or better in MKT 3350)
- **IB 4361** – International Commerce  
  (Prerequisite: B or better in MKT 3350 & C or better in MKT 4358)
- **MKT 4370** – Forecasting and Inventory Management  
  (Prerequisite: B or better in MKT 3350 and 3353, ISQS 3344, and admission to the supply chain management concentration)
- **MKT 4371** – Transportation and Distribution Management  
  (Prerequisite: B or better in MKT 4370 and admission to the supply chain management concentration)
SUPPLY CHAIN MANAGEMENT APPLICATION

In order to effectively manage faculty-to-student ratios, student development, instructional quality, placement of graduates, enrollment, and resource constraints, admission into the Supply Chain Management concentration is required. Admission is highly competitive, and a limited number of students will be admitted into the program each semester.

Admission is based on a comprehensive review of a student's application materials. A completed application consists of:

1. Application form
2. Resume
3. Transcripts of all undergraduate coursework (official or unofficial copies are acceptable)
4. Written personal statement (optional)

Applications for admission into the Supply Chain Management concentration (i.e. enrollment in MKT 4370 - Logistics Management) must be submitted in hard copy format. Deadlines for applications will be announced each semester. Applications are typically due a few weeks prior to course registration. See your academic advisor for specific details. Late applications will not be considered.

Student applications will be reviewed by a panel that can be comprised of faculty, staff or industry professionals. The panel will evaluate all application materials in a holistic manner in order to select the best candidates for the Supply Chain Management Program.

Due to the competitive nature of the admissions process, the average profile of admitted students may change over time. However, admitted students typically perform well in the following areas:

- Overall 3.2 GPA or above
- Completion and A or B grade earned in following courses MKT 3353 - Supply Chain Management, ISQS 3344 - Introduction to Production and Operations, and MKT 3350 - Introduction to Marketing
- Resume quality
- Prior work experience in logistics or supply chain management roles
- Completion and grades earned in prior math courses
- Leadership potential

The admissions panel also evaluates written personal statements from applicants. The personal statement is optional, but it provides students with the opportunity to highlight any strength or explain any weakness in their application materials. Personal statements must be typed, double spaced, 12-point font and limited to four pages.

RAWLS COLLEGE OF BUSINESS RESOURCES

Special thanks to our corporate sponsor Phillips 66 for their continued support of the Supply Chain Management Program.